



SUCCESS STORY

USAID Supports the Fourth International Agricultural Exhibition “AgroExpo Silk Road”

Thanks to the USAID-funded KAED project, the Association of Agrobusinessmen of Kyrgyzstan helped to foster linkages between international agricultural sector and regional market dealers



Ahmatjan Mahamadov, Deputy Minister of Agriculture, Water Resources and Processing Industry, Azizbek Madmarov, Ambassador of the Kyrgyz Republic in the Republic of Uzbekistan, Daniyar Ilebaev, USAID Project Management Specialist, Bolot Burgoev, Deputy Governor of Osh Oblast participated in the opening ceremony. Photo: Djahongir Djumabaev.

The main purpose of the fourth “AgroExpo Silk Road” exhibition was to foster linkages between international agricultural sector and regional market dealers to improve commercial relations throughout the Ferghana Valley (Kyrgyzstan, Uzbekistan, Tajikistan).

More than 2,000 people visited the exhibition, with 43 companies from Germany, Ukraine, Iran, Kazakhstan, the Netherlands, Russia, India, Uzbekistan and Kyrgyzstan (producers and suppliers of agro-input, seeds, crop protection products, agricultural equipment, instruments; international donor organizations and financial institutions) taking part in the exhibition. In order to strengthen regional cooperation, delegations from Kazakhstan, Tajikistan and Uzbekistan were invited to participate in the work of the exhibition. All of them noted the high level of organization of the exhibition and expressed their willingness to further cooperate in the agricultural agro-input development sector.

Business contacts in the amount of \$100,000 were set up during the exhibition – an amount that will certainly increase in the future. Private entrepreneur Habbibula Halikov, member of AAK “Jer Azygy” and owner of the farm store “Orunbai” in Osh participated in the AgroExpo for the first time. He signed several contracts on crop protection products with such companies as ROSINK, Singles Internationals, Agrovita and Holland Seeds. The total cost of the products he sold during the exhibition amounted to 50,000 soms. Around 250 farmers expressed the desire to work with his store in 2008.



“The exhibition became a unique opportunity for me to distribute information about my store, to establish new business contacts with suppliers of seeds and crop protection products” – says Habbibula Halikov, private entrepreneur and owner of a farm store “Orunbai” in Osh.
Photo: AAK, Djahongir Djumabaev.

More than 200 people dealing with the agricultural sector took part in the following trainings during the exhibition: “Discussion of Amendments to the Law of the KR on Veterinary” with participation of representatives of the Ministry of Agriculture, Water Resources and Processing Industry, veterinarians, and veterinary services; seminar on “Establishment and Activity of Cooperative Societies” by GTZ, and training on “Organizing and Holding Exhibitions” by AAK and USAID Business Environment Improvement Project implemented by Pragma Corporation.

“AgroExpo Silk Road” was a major event for the agricultural sector of Central Asia where local and regional producers and farmers met together to buy goods prior to the season, obtained information essential for successful business management and established important business contacts. The organizers and participants were both satisfied with the outcome of the exhibition and were willing to organize the fifth “AgroExpo Silk Road” next year.

KAED/IFDC, February-March, 2008.

